

CHAPTER IV

FINDINGS AND DISCUSSIONS

In this chapter, the researcher describes the speech acts of Derren Brown and Romy Rafael's suggestive words that are used in their hypnosis. This chapter contains three sub chapters. The first is about the analysis based on suggestion of imagination in Derren Brown and Romy Rafael's suggestive words in hypnosis. The second is obeying the suggestion in their hypnosis. The last is the reason Romy Rafael and Derren Brown used those suggestive word. These sub chapters also contains the communication strategy of each hypnotist. These aims of the analysis is to find out the meaning, function and the effect of suggestive words to the hearers that is used to describe the language potential as a tool to influence humans, to find out the most appropriate form of language to influence human, to describe and distinguish the various implementations of language as a tool of suggestion and to find out the reason why they use those suggestive words.

In this analysis, at the first, the researcher analyze the hypnosis which is closely associated with suggestive words that can be interpreted simply as a series of words, or sentences that delivered in a certain way. The researcher then analyze it in certain situations that have specific meanings which can give effect to those who hear it, in accordance with the intention and purpose of the suggestion. The researcher analyzes it based on six component speech acts of Vanderveken (1990:104). First, the analysis of illocutionary points is based on utterance that utters to hearer. Second, how the speaker utters the utterance to make the hearer

understand what the speaker told. Third, the way the speaker clarifies or makes clear the utterance. Fourth, the way the speaker's presupposition that is conveyed in his utterance. Then, how the speaker makes sure the hearer of what he states. The last is the way the speaker shows his desire to the hearer. In addition, this research also applies the analysis in context of situation and the perlocutionary acts. The analysis then is divided into several findings of their particular aims of the statements to reveal the intended meaning of the whole utterance that is stated in Derren Brown and Romy Rafael's suggestion.

4.1 The Suggestive Words

In delivering suggestion in hypnosis, Derren Brown and Romy Rafael use suggestive words to make the hearers imagine and obey all their suggestion which is delivered to the hearers. The suggestive words used by Derren Brown and Romy Rafael have a power to strengthen each suggestion given by them. Here are the suggestive words that is used by Romy Rafael such as "*lihat*" (look), "*bukan lagi*" (no longer), "*ikuti*" (follow), "*beri*" (give), "*ambil*" (take), "*jauh lebih dalam*" (deeper), "*membantu*" (help), "*rasakan*" (feel), "*membawa*" (take), "*semakin*" (getting), "*akhirnya*" (finally), "*lihat*" (look), "*nikmati*" (enjoy), "*alasan*" (reason), "*rasakan*" (feel), "*periksa*" (check) and "*cari*" (search), "*dengarkan*" (listen), "*menggambarkan*" (draw), "*tapi*" (but), "*bukan*" (not), and "*mendapatkan*" (get). Those suggestive words were used by Romy to lead the hearers to enter the hypnotic state easily. The suggestive words used by Romy Rafael were used to order the hearer to do something but it was not in real action only in their mind. It could be seen in word "*lihat*" (look) that was used to ask the hearers to look at something that is not real. The utterance "*lihat dipikiran anda*"

(look into your mind) means that the hearer asked to start imagining but not looking at the real condition. As for the words “*Ikuti*” (Follow) in “*Ikuti semua sugesti yang saya berikan di pikiran anda*” (follow all the suggestions I gave in your mind), it means that Romy asked the hearers to think about all his suggestion but not making a real action. So, the order to do something in this suggestive words are mostly in the way of thinking and related to the hearers mind.

For example the use of suggestive words in RR1, Romy was in mount Bromo with some audience there. Then, Romy chose two people from the audience and began the hypnosis. In RR1 the suggestive words “*lihat*” (look) in an utterance “*lihat dipikiran anda*” (look at into your mind) have a function. The intended meaning of asking the hearers to look at into their mind is used to make the hearers imagine something as same as suggestion given by Romy. The suggestive words “*bukan lagi*” (no longer) in the utterance “*pikiran dan diri anda bukan lagi ada di gurun*” (you and your mind are no longer in the desert), it means that Romy convinces the hearer that if they are no longer in the desert of mount Bromo. This suggestive words are used to convince and give clarity to make the suggestion understandable by the hearers if they are no longer in the desert of mount Bromo. This suggestion is used to change the context of situation of hearers mind into reality that they are no longer in mount Bromo but in different places.

Other suggestive words that was used by Derren Brown are “transmit”, “try”, “make”, “there is”, “picture”, “look”, “let”, “want”, “notice”, “feel”, “wait”, “put”, “press”, “look”, “able”, “tighter”, “try”, “but” and “keep”. Those suggestive words are used by Romy to lead and make the hearers understand the suggestion given easily and acceptable to obey. The use of suggestive words by Derren Brown was

in no different point as Romy Rafael's. The suggestive words used in Derren Brown's suggestion, mostly ask the hearers to listen and think about the spoken words. It could be seen in the word "make" in utterance "make the color bright and vivid screen in your mind." It means that Derren Brown asked the hearers to think and imagine something in their minds. The suggestive words that are used by Derren Brown are used to order the hearers to do something in real action too. It could be seen in the word "put" in the utterance "Just put your hand on the desk to there in front" and the word "press" in the utterance "just press your hand into the table". Those suggestive words are considered as directive as it was used by Derren Brown to ask the hearer to do something in real action directly while the people heard Derren Brown uttered his suggestive words.

The example of the use of suggestive words was shown in DB2. Here, Derren Brown gave an interactive hypnosis with some audiences in home via television. The suggestive words used by Derren Brown in DB2 are used to deliver a message to the audience without saying it directly. In DB2, the suggestive words "transmit" in an utterance "I want to transmit you the identity of this card" is used to tell the audience that he wants to deliver the identity of the card. The word "try" in the utterance "don't try to guess what it is" here used negative suggestion by using the word "don't" before the word "try". It intends to make the hearers be more focus to his suggestion, not only to guess what the identity of the card as he conveys in the beginning, but also they should focus to his suggestion. In this case the way of delivering suggestion is progressive. Derren Brown gives suggestive words step by step to strengthen the suggestion before. The word "make" in the utterance "make the color bright and vivid screen in your mind" is used to give

clarity to the audience. By asking the audience to make the color brighter, he is indirectly giving the color of the card to the audience's subconscious mind. After that, his hand makes a motion and it forms a shape like a diamond in a second while he utters "make the color bright and vivid screen in your mind". His hand motion is used to strengthen the suggestive words given at the time he utters it so the audience indirectly can easier get the identity the card as Derren delivers to them.

4.2 The Way in Delivering Suggestive Words

As in usual daily conversation, in providing or submitting suggestions Romy Rafael and Derren Brown have their own way and steps of to ensure that the hearers can receive their suggestions well, so they can prepare the hearers to enter the hypnotic state in relax and comfortable condition. They use some techniques in delivering suggestion in their hypnosis such as suggestion to imagine that is used to make the hearers imagine something as suggestion given and suggestion to obey that is used to make the hearers obey all suggestion given. This way in delivering suggestive words is used to make their hypnosis can run well.

4.2.1 Suggestion to Imagine

Derren Brown and Romy Rafael's suggestive words produce four types of speech act such as directive, commissive, assertive, and expressive. Those types will be explained as the following by using the analysis theory of illocutionary act by Vanderveken (1990:104). Here are the suggestion given by Romy Rafael and Derren Brown to ask the hearers to imagine something to be real that is used

to make the hearers enter the hypnotic state.

RR1

*1 Sekarang lihat dipikiran anda apapun sugesti yang saya berikan
2 menjadi realita dan kenyataan di pikiran anda. Saya akan menghitung
3 dari satu sampai tiga. Pada hitungan ketiga, pikiran dan diri anda
4 bukan lagi ada di gurun di kaki pegunungan bromo, pikiran dan diri
5 anda ada di sebuah pantai yang panas dan terik sekali.*

(Now look into your mind, any suggestion that I gave become reality and real in your mind. I'm going to count from one to three. On three, you and your mind does not exist any longer in the desert at the foot of the Bromo mountains, you and your mind in a hot and sunny beach.)

The suggestive words in RR1 above are “*lihat*” (look) and “*bukan lagi*” (no longer). It can be seen in the use of verb and statement as shown in the utterance such as in RR1 line 1 “*lihat dipikiran anda*” (look at into your mind) which acts as the use of verb in an utterance and the word in RR1 line 3 to 4 “*pikiran dan diri anda bukan lagi ada di gurun*” (you and your mind does not exist any longer in the desert) as the use of statement in an utterance. Based on suggestion seen in RR1 line 1 he utters “*lihat*”(see) that means Romy asked the hearer to do something. The illocutionary point as stated by Vanderveken (1990:104) could be seen in line 1. In line 1 Romy states “*lihat dalam pikiran anda*” (look into your mind), he uses imperative sentence in performative utterance to drive the hearer to do something. The lexical choice of the performative utterance affects the speech act of ordering to imagine that all the suggestion to be real in their minds. The speech act derived from Vanderveken (1990:104) is used to to determine the illocutionary acts.

In his utterance, Romy tries to suggest the hearer to understand and follow his suggestion. Here Romy uses his utterance is in directive form , it could be seen on “*lihat dalam pikiran anda*” (look at into your mind) because the speaker gives

suggestion directly to give command to the hearer to look at his mind and think all the suggestion given becomes real in his mind. The illocutionary point used in the utterance is shown the mode of achievement as stated by Vanderveken (1990:104) to achieve the speech acts because it shows the condition of the speaker to make the hearer to understand the utterance. As in the utterances of Romy in RR1 line 1 to 2 utterance "*lihat dalam pikiran anda*" (look into your mind), they are used in propositional content condition as stated by Vanderveken (1990:104) because it is used to make the utterance clear as its content. This propositional content conditions determine the illocutionary acts which had an intended meaning to tell the hearers to look inside their minds and imagine something. The word "apapun" (any) in line 1 illustrates the total obedient or submissive that Romy requests the hearer to have towards his suggestive words that affect in the utterance "*apapun sugesti yang saya berikan menjadi realita dan kenyataan di pikiran anda*" (any suggestion that I gave become reality and fact in your mind). This utterance was actually intended to the hearer to imagine that all suggestions spoken by Romy has become real and fact in the hearer's mind. This is done so that the hearer can accept all the suggestions given easily.

The illocutionary acts that contains the intended meaning could be seen in the suggestive words in RR1 line 3 to 4. The utterance "*pikiran dan diri anda bukan lagi ada di gurun*" (you and your mind does not exist any longer in the desert) has intended meaning to direct the hearers' mind to somewhere. The utterance in line 3 to 4 is acted as the preparatory condition which supports the suggestion in line 1 to 2 as stated by Vanderveken (1990:104) because it contains the presupposition of the utterance. In the utterance in line 3 to 4 "*pikiran dan*

diri anda bukan lagi ada di gurun” (you and your mind does not exist any longer in the desert) the speaker utters the utterance to convey the presupposition to the hearers as following to imagine if the hearers are somewhere else. These words make the hearer no longer feel in the Bromo mountain as the conditions given in the suggestion on RR1 line 1 to 5.

Based on speech acts in RR1 line 1, Romy gives command to the hearer to do something as following all the suggestions to imagine given in accordance of the use of repetition in his utterance. The use of repetition in RR1 line 3 to 5 “*pikiran dan diri anda*” (your mind and yourself) is uttered to the hearer periodically twice to make the suggestion clearer and more understandable as stated by Wong & Hakim (2009:165). The repetition that is used in the utterance affects the speech acts in giving command to the hearer in his suggestion because it is used to give command to the hearers to follow hypnosys process and accept all the suggestions given. Because when repeating his suggestion, Romy provides clarity in his each suggestive words to make the hearer accepts his suggestion. It can be seen that the repetition of the words that is used are different but have the same meaning which affects the speech act in ordering the hearer to feel that they are in somewhere else. In RR1 line 4 “*pikiran dan diri anda bukan lagi ada di gurun*” (you and your mind does not exist any longer in the desert) is acted in supporting sincerity condition that is represented by the propositional content condition as stated by Vanderveken (1990:104) because it is used to show the intention in the utterance. This utterance affects the speech acts that are used to give direction to the hearer to fulfill what the speaker wants. In imagining

suggestive words like in line 4, the hearers were asked by Romy to interpret the meaning of suggestive words through their mind.

In Romy utterances, “*pikiran dan diri anda bukan lagi ada di gurun di kaki pegunungan bromo, pikiran dan diri anda ada di sebuah pantai yang panas dan terik sekali*” (you and your mind does not exist any longer in the desert at the foot of the Bromo mountains, you and your mind in a hot and sunny beach) in RR1 line 3 to 5 are in declarative sentence, it refers to as in Vanderveken’s view (1990:15), because his utterance changes the fact by changing the condition and situation of the hearer. Romy uses declarative sentence in his utterance that affects the context of situation as stated by Cutting in Paltridge (2006:54) because the utterance makes the hearers interpreted the information from the utterance by stating the hearers to think and imagine that they are somewhere else. In the suggestion that is uttered in line 3 to 5, Romy adds pacing and leading technique in his suggestion as stated by Wong & Hakim (2009:165) by inserting clearly idea to change the condition and situation around the hearer. This pacing and leading is shown in the way Romy inserting an idea by giving suggestion to the hearer if they were no longer in desert of Bromo mountain but they were in wide and sunny beach. The suggestion is used to change the hearer’s thoughts about the condition and situation around him and make the process of giving suggestion run well.

In RR1 line 4 to 5, the utterance “*pikiran dan diri anda ada di sebuah pantai yang panas dan terik sekali*” (you and your mind are in the wide and hot sunny beach) supports the sincerity condition that is used as degree of strength as stated by Vanderveken (1990:104). This has a high degree of strength because it gives effect to the hearers in speech acts because it is shown the the speaker

requests to be fulfilled by the hearers. The word “*pikiran*” (mind) illustrates the hearers to imagine the suggestion. This degree of strength happened when a desire to achieve something occurred, this can be interpreted in the way a speaker generate a point repeatedly as that affect the sincerity condition. Romy frequently repeated words “*pikiran dan diri anda*” (your mind and yourself) in his suggestion as in RR1 line 3 to 5 as insisting to command the hearer to imagine the suggestion. This can be considered as degree of strength in Romy’s suggestion. To make the suggestion is being fulfilled by the hearers, the utterance in line 4 to 5 is used as declaration of illocutionary acts as stated by Mey in Cutting (2002:17) because this utterance is used to change a situation in a variety of conditions.

RR2

1 *Ikuti semua sugesti yang saya berikan di pikiran anda, beri warna*
 2 *yang jelas, beri cahaya yang jelas, seolah-olah anda melihatnya*
 3 *dengan mata terbuka..*
 4 *ambil nafas yang panjang dari hidung... buang lewat mulut....*
 5 *ambil nafas yang panjang dari hidung dan.. tidur... dan masuki alam*
 6 *tidur anda jauh lebih dalam jauh lebih lelap dari sebelumnya.*
 7 *tepek tangan penonton membantu anda memasuki alam relaksasi*
 8 *anda jauh lebih dalam jauh lebih lelap dari sebelumnya..*

(Follow all the suggestions I gave in your mind, give a clear color, give a clear light, as if you see it with your eyes open..

Take a long breath from the nose, through the mouth ... take a long breath from the nose and.. sleep... and enter your realm of your sleep deeper and relax than before. The audience applause help you enter your realm of relaxation deeper and relax than before ..)

The suggestive words in RR2 above are “*ikuti*” (follow), “*beri*” (give), “*ambil*” (take), “*jauh lebih dalam*” (deeper) and “*membantu*” (help). It can be seen that those suggestive words are used in the verb and statement within the utterance. As example in RR2 line 1 “*Ikuti semua sugesti yang saya berikan di*

pikiran anda” (Follow all the suggestions I gave in your mind), in RR2 line 1 to 2 “*beri warna yang jelas, beri cahaya yang jelas* (give a clear color, give a clear light), and the words in RR2 line 7 “*tepuk tangan penonton membantu anda memasuki alam relaksasi anda*” (The audience applause help you enter your realm of relaxation). The suggestive words in RR2 line 4 “*ambil nafas yang panjang dari hidung*” (take a long breath from the nose) here are used as the verb in this utterance of the suggestive words. The words in RR2 line 5 to 6 “*dan masuki alam tidur anda jauh lebih dalam jauh lebih lelap dari sebelumnya*” (and enter your realm of your sleep deeper and relax than before) here are used as the adverb in this utterance of suggestive words. In line 1 Romy states “*Ikuti semua sugesti yang saya berikan di pikiran anda*” (Follow all the suggestions I gave in your mind), he used imperative sentence to do something. The lexical choice of the imperative sentence affects the speech act of ordering to do something as following all the suggestion and imagine it in their minds. The illocutionary point used in the suggestive words in RR2 is used by Romy is in directive form, because the utterance is uttered directly to give command to the hearer. It could be seen on RR2 line 1 that the utterance “*Ikuti semua sugesti yang saya berikan di pikiran anda*” (follow all the suggestions I gave in your mind) are built in order to make the hearer to follow all Romy’s suggestion and later make the hearer to do something directly as given by Romy through the suggestive words. This utterance in line 1 is acted as the illocutionary point as stated by Vanderveken (1990:104) because he tried to ask the hearer to follow all his suggestion and want the hearer to do something like imagining something.

The illocutionary acts in RR2 line 1, the utterance “*Ikuti semua sugesti yang saya berikan di pikiran anda*” (Follow all the suggestions I gave in your mind) has an intended meaning to provide a direction to the hearer. It was made so that they followed all the suggestions given by him. The illocutionary point above shown the mode of achievement of the utterance as stated by Vanderveken (1990:104) because it shows the command that is given to the hearer to make the speaker’s suggestion is accomplished by the hearer. The word “*ikuti*” (follow) illustrates that the speaker wants the total obedient from the hearers to follow his suggestion. This utterance in line 1 is also acted as propositional content condition because it is a desire of effort from the speaker to command the hearer to do something. In this case, Romy as the speaker commands the hearers to accompany him to follow and imagine his suggestion in their minds. The preparatory condition as stated by Vanderveken (1990:104) could be seen RR2 line 2 to 3. The utterance “*beri warna yang jelas, beri cahaya yang jelas, seolah-olah anda melihatnya dengan mata terbuka*” (give a clear color, give a clear light, as if you see it with your eyes open) could be stated as the preparatory condition because it is considered as the presupposition that is expressed the utterance. This utterance has intended meaning that Romy asked the hearers to imagine something in his mind clearly and make it as a reality in their mind as they opened their eyes. The word “*beri*” (give) illustrates the submissive Romy’s requests the hearers to have towards his suggestive words to make the hearers imagine it as clear as possible. In order to make the suggestion can be accepted easily, Romy directly asked the hearers to follow the suggestions given too.

As in Austin (1962:132), the utterance in RR2 line 4 “*ambil nafas yang panjang dari hidung... buang lewat mulut*” (Take a long breath from the nose, through the mouth) are in the form of performative utterance. It could be seen that by uttering the utterance the speaker makes the hearers to do something directly which asked the hearer to take a breath and exhale appropriate suggestions that is given twice. In term of supporting the propositional content condition in Vanderveken (1990:104) the utterance that is used to represent action to be performed. It could be seen in RR2 line 5 to 7 “*masuki alam tidur anda*” (enter your realm of sleep) and “*memasuki alam relaksasi anda*” (enter your realm of relaxation). These suggestive words are used to ask the hearer to enter the hypnotic state where they can receive the suggestion effectively. The suggestive words in RR2 line 4, the utterance “*ambil nafas yang panjang dari hidung... buang lewat mulut*” (Take a long breath from the nose, through the mouth) is used in directive form too because these words directly asked the hearers to do something as follow and act similar to the suggestion given. It is used to ask the hearers to follow his suggestion because he wanted to make the hearers feel relaxed in the process of hypnosis.

Based on Romy suggestive words in RR2 line 4 “*ambil nafas*” (take a breath) illustrates the total obedient Romy requests the hearer to follow his suggestive words. His suggestive words are considered as preparatory condition which is used to express a desire in the utterance as in Vanderveken (1990:104). By using these words he asked the hearer to take a breath that is used to make the hearer feels comfortable and relaxed nervous of the hearer. It was made so that the hearer can enter the hypnotic state in relaxing and comfortable situation. Sincerity

condition as in Vanderveken (1990:104) could be seen in line 5 to 8. Here Romy asked the hearer to enter the realm of sleep as in the utterance '*masukilah alam tidur anda jauh lebih dalam jauh lebih lelap dari sebelumnya*' (enter your realm of your sleep deeper and relax than before) because it used the process of giving suggestions that is shown by the evidence to do something. It has intended meaning to ask the hearer to enter the hypnotic state comfortably.

In making the suggestive words own a power to make the hearer obeys, Romy uses repetition as stated by Wong & Hakim (2009:165) in RR2 line 5 to 8 "masukilah" (enter) and "jauh lebih dalam" (deeper) that is used to make the utterance clearer and understandable. Those words were repeated twice as in RR2 line 5 to 8 and were added some clarity as in RR2 line 7 "*tepuk tangan penonton membantu anda masukilah alam relaksasi anda*" (the audience applause help you enter your realm of relaxation) which was in the form declarative sentences in stating the condition as it is. The use of suggestion in declarative sentence affects the context of situation. The context of situation was changed because it is influenced by the interpretation of the expressions of the speaker and the hearer as stated by Yule (2006:114). The changing of the context is used to make sure that the hearer enter the hypnotic state as he wanted. By adding some repetition and clarity in his suggestion, his suggestive words have a high degree of strength as stated by Vanderveken (1990:104) which interpreted the force level in the utterance that is shown from the sincerity condition.

The degree of strength in Romy's suggestive words is shown by adding pacing and leading technique which is used to deliver an idea or suggestion that is reinforced by the fact. The use of pacing and leading technique could be seen in

his suggestion that was repeated twice in the utterance in line 5 to 6 “*masuk* *alam tidur anda jauh lebih dalam jauh lebih lelap dari sebelumnya*” (enter your realm of your sleep deeper and relax than before) by inserting clearly idea. By adding the words “*tepuk tangan penonton membantu anda memasuki alam relaksasi anda jauh lebih dalam jauh lebih lelap dari sebelumnya*” (The audience’s applause help you enter your realm of relaxation deeper and relax than before) Romy wants to change the condition and situation around the hearer. From this point of view the suggestions in RR2 line 5 to 8 are expressive illocutionary acts that is used to reflect the feeling to the hearer. The utterance shown the speaker’s desire to make the hearers condition comfortable and can enter the realm of sleep deeper than before.

DB2

1 I want to transmit you the identity of this card.. don't try to guess what
 2 it is.. just wait and you'll get it.. make the color bright and vivid screen
 3 in your mind. and in the screen there is a little number.. low down on
 4 the corner, at the bottom and up at the top like that and the things down
 5 the middle the bum bum bum down the centre, picture it. and you got
 it.

The suggestive words in DB2 are “transmit”, “try”, “make”, “there is” and “picture”. It can be seen that the suggestive words are used as verb and statement in the utterance. As in DB2 line 1 “I want to transmit you the identity of this card” then the utterance in DB2 line 1 to 2 “don't try to guess what it is”, and the utterance in DB2 line 2 “make the color bright and vivid screen in your mind” and also the utterance in DB2 line 5 “picture it, and you got it”, it can be stated that the following utterances used the suggestive words as the verb. In the the utterance in DB2 line 3 “there is a little number”, the suggestive words are used as the adverb

in an utterance of suggestive words. In line 1 Derren Brown states “I want to transmit you the identity of this card”, he uses conditional sentence to say something that has not been done by him.

The lexical choice of the conditional sentence affects the speech act of ordering the hearers to wait until they got the information from the suggestion. The illocutionary point of suggestive words that was used by Derren Brown was in DB2 line 1 to 2 “I want to transmit you the identity of this card”. It means that he wants the hearers to do something that is given by listening and focusing to him. Suggestive words uttered by Derren Brown DB2 line 2 “don't try to guess what it is, just wait and you'll get it” are in commissive form which is used as “promising” in the utterance as stated by Mey in Cutting (2002:17). The word “you'll get it” illustrates that the speaker promises the hearers that they will get the information which made them understand the suggestion.

In DB2 line 1, the utterance “don't try to guess what it is” here is in the form of a negative suggestion. This kind of suggestion affects the speech act of requesting something which is used by Derren Brown intentionally to make the hearers be more focus to his suggestion. Negative suggestion which is used by him is intended to make the hearers guess what he wanted to do. The negative suggestion used by Derren Brown here is considered as the preparatory condition. The preparatory condition, as stated by Vanderveken (1990:104) is used as the way to deliver the presupposition to the hearer which is used to make the hearers prepare and listen all his suggestion. In the suggestive words in DB2 line 2, the utterance “make the color bright and vivid screen in your mind” is also used as a mode of achievement. Mode of achievement can be obtained when the hearer

clearly understand the utterance and expressed it into action, as stated by Vanderveken (1990:104). In this suggestion mode of achievement is used to make all his suggestions can be accepted by the hearers easily.

The illocutionary acts of DB2 line 2 “make the color bright” is requesting the hearers in imagining something. It has the meaning that Derren Brown asked the hearers to imagine a card as clearly as possible and, indirectly, he wanted to the hearers to imagine something which has a bright color and eliminate every card which has a dark color. This utterance is proportional content condition as stated by Vanderveken (1990:104) because it is shown the content of the utterance which is used to make the hearer understand the suggestion. The word “vivid screen” that was said by him while he made a shape like a diamond using his hands here has changed the context of situation. The situational context interpreted the meaning of the information in the utterance as stated by Paltridge (2006:54). This context affects the speech acts which are intended to make the hearers unconsciously imagined something that have a shape like a diamond. The usage of utterances in Derren Brown’s suggestion are in the form of present tense as stated by Wong & Hakim (2009:165). It could be seen in DB2 line 1 and line 2 “I want to transmit you the identity of this card..don't try to guess what it is” which is used to make the hearers receive suggestion effectively at the moment.

The illocutionary acts in DB2 line 3 the utterance “and in the screen there is a little number” is in the form of representative that means “claiming” as stated by Mey in Cutting (2002:17). This suggestive words claim the fact of the number of the card. The utterance “there is little number” illustrates the hearers mind that all the cards have little number. This utterance has an intended meaning that Derren

Brown asked the hearer to think and imagine the identity of the card which has little number in it. From this, the context situation was changed because there is an interpretation about information by knowing the situation at the time a communication occurs as in Paltridge (2006:54). It could be seen that the context of the hearers mind was under Derren Brown's suggestion. The situation that was experienced by the people was that they were asked to imagine a card but unconsciously they imagined a card as Derren Brown wanted.

The illocutionary acts in DB2 line 4 "low down on the corner, at the bottom and up at the top like that and the things down the middle" indirectly sent and show the number of the card to the hearers mind that indicated one at the bottom, one at the top and one in the middle. The degree of strength of sincerity condition, as stated by Vanderveken (1990:104), shown the strong desire to make the utterance more understandable. It is shown in line 2 "make the color bright and vivid screen in your mind." In this utterance, the speaker's requests the hearers to imagine the card. In making this suggestive words have a high strength, the speaker gave a clarity in every suggestive words. The clarity in the suggestive words is clarified by the words in line 5 "the bum bum bum down the centre". The word "bum" is used to illustrate the number of the card. This word was said three times which shown the number of the card is "three". The last in DB2 line 5 the words "picture it" is imperative sentence which is used to give a command and to make the hearer do something. This words intend to ask the hearer to think that the card was as clearly as possible. Based on DB2 line 3 to 5, It was considered that the word was the sincerity condition as stated by Vanderveken (1990:104) because Derren Brown made sure the hearer by giving clarity in his suggestion to

make sure that the hearers receive the message as he delivers.

4.2.2 Suggestion to Obey

Derren Brown and Romy Rafael's suggestive words were used to make the hearer obey their suggestion and do things as Derren Brown and Romy Rafael. Those usages will be explained as the following by using the analysis of illocutionary act, that refers to Vanderveken (1990:104), to reveal how Romy Rafael and Derren Brown used their suggestive words to make the hearer obey all their suggestion.

RR1

- 1 *Rasakan matahari menyelimuti pipi anda sedemikian hangatnya dan*
- 2 *sekarang perlahan-lahan menjadi semakin panas. semakin panas*
- 3 *sampai akhirnya anda merasa kepanasan dan aneh.*
- 4 *Di hitungan ke tiga, saya akan membawa anda ke tempat yg berbeda.*
- 5 *Di hitungan ke tiga saya akan membawa anda ke sebuah pantai yang*
- 6 *luas, sejauh mata memandang hanya lautan yang luas sekali.*

(Feel the sun cover your cheeks so warm and now it is slowly becoming more and hotter. Getting hotter until finally you feel hot and weird. On the third count, I'll take you to a different place, on the third count I'll take you to an expansive beach, as far as the eye could see, there is only a vast ocean.)

The suggestive words in RR1 “*rasakan*” (feel), “*membawa*” (take), “*semakin*” (getting), “*akhirnya*” (finally) acted as the verb, adverb and statement in an utterance of suggestive words. In RR1 line 1, the words “*rasakan matahari menyelimuti pipi anda*” (Feel the sun cover your cheeks) and RR1 line 4 “*saya akan membawa anda ke tempat yang berbeda*” (I will take you to a different place) were considered as the verb in utterance. The words in RR1 line 2 “*sekarang perlahan-lahan semakin panas*” (now it is slowly becoming more and

hotter) here were used as the noun or statements in an utterance. Next, the words in RR1 line 3 “sampai akhirnya anda merasa kepanasan” (finally you feel hot and weird) here were used as the adverb in an utterance. The words in RR1 line 4 “*saya akan membawa anda ke tempat yang berbeda*” (I will take you to a different place) here were used as the verb in an utterance.

In line 1 “*rasakan matahari menyelimuti pipi anda*” (Feel the sun cover your cheeks) Romy Rafael used performative utterance to drive the hearer to do something. The lexical choice of the performative utterance affects the speech act that orders the hearers to obey all the suggestion. The illocutionary point in this suggestive words is used to make the hearer to do something which was to ask the hearers to feel something. In RR1, Romy used his suggestive words in directive form which are used to give command to the hearers in doing something as stated by Austin (1967:132). It could be seen in RR1 line 1 the words “*Rasakan matahari menyelimuti pipi anda sedemikian hangatnya*” (Feel the sun cover your cheeks so warm). The mode of achievement used in this suggestion is the purpose of the utterance that is uttered by the speaker. Here the speaker asked the hearer to do something to make them feel the atmosphere condition around them. The suggestive words in line 1 is used by Romy to request hearers to feel the warm of the sun that covered their cheeks.

In line 1 the words “*sedemikian hangatnya*” (so warm) support the propositional content condition that shows the mode of achievement used in the suggestion before as stated by Vanderveken (1990:104). It is used to make the hearer understand the content of the utterance and clarifies the utterance before. These words are used to make the hearer can feel the condition that is uttered

before. The suggestion in line 1 was considered as a preparatory condition as its usage in Vanderveken (1990:104) that is used to give the presupposition that is shown in the utterance. This suggestion in RR1 line 1 has intended meaning to make the hearers feel the warm of the sun. Romy gave a clarity to the hearers as in RR1 line 2 “*sekarang perlahan-lahan menjadi semakin panas*” (now it is slowly becoming more and hotter). This utterance in line 2 was considered as the sincerity condition, it is a condition that shows as a condition that show the mental state of the speaker that is used to make the hearers express their feeling as states by Vanderveken (1990:104). The sincerity condition in this utterance is used to make the hearer feel the situation around them. The utterance in RR1 line 2 “*sekarang perlahan-lahan menjadi semakin panas*” (now it is slowly becoming more and hotter) illustrates the situation around them that becomes hot and hotter than before.

The use of repetition could be seen in the words “*semakin panas*” (getting hot) in line 2 and 3. As in Wong & Hakim (2006:165) this repetition is used to reinforce the suggestion given previously to make the hearer quickly accept the suggestion. The repetition were repeated twice to achieve the speech acts which is used to make the hearers receive and obey his suggestion well. The words in RR1 line 1 to 3 are expressive illocutionary acts that is used to make the hearers express their feeling about condition around them. It was indicated that in line 3 to 4, Romy tried to make sure the hearer to feel the warmth and heat of the sun. It was made such that in order to make the hearer can feel the warmth and the heat of the sun. In this case, to make the hearers obey his suggestions, Romy used pacing and leading technique. Pacing and leading are used to strengthen the

utterance by inserting the idea in his suggestion as stated by Wong & Hakim (2006:165). It could be seen in RR1 line 4 to 6, that the word “membawa” (take) here were repeated twice which has the same meaning but using different utterance in giving a clarity and inserting idea in his suggestion.

By using pacing and leading technique, it affects the context of situation in the speech act. From this, the context situation was changed because there is an interpretation about information by knowing the situation at the time a communication occurs as in Paltridge (2006:54). It could be seen that the previous context where the hearers in Mount Bromo has changed to feel of being in a vast beach. By using pacing and leading technique in his suggestion, the degree of strength in determining the illocutionary acts was able to be seen in line 5 in Romy’s suggestion “*saya akan membawa anda ke sebuah pantai yang luas*” (I will take you to a vast beach). It has a high strength to make the hearers obey his suggestion, as stated by Vandeviken (1990:104), because it shown a request of the speaker to be fulfilled by the hearer. When the hearers has obeyed all his suggestions well, they would really feel that they were in the vast beach, not in Bromo anymore.

RR2

1 *lihat disekeliling anda pemandangan yang indah sekali, nikmati*
 2 *pemandangan itu selama anda ada di kereta ini.. lihat orang-orang*
 3 *yang ada di gerbong di kereta anda dan tanpa alasan yang jelas, tiket*
 4 *kereta anda hilang dari saku anda. rasakan perasaan panik anda*
 5 *karena sesaat lagi kondektur akan memeriksa tiket anda. anda periksa,*
 6 *anda cari tiket anda di saku anda, saku celana anda, tiketnya hilang*
dari situ.

(Look the beautiful scenery around you, enjoy the scenery while you are on this train.. Look the people in the carriage of your train and for no apparent reason, your train ticket is lost from your pocket. Feel a sense of

your panic because shortly conductor will check your ticket. Check, you are search your ticket in your pocket, your pants pocket, the ticket is lost from there.)

The suggestive words in RR2 above, "*lihat*" (look), "*nikmati*" (enjoy), "*alasan*" (reason), "*rasakan*" (feel), "*periksa*" (check) and "*cari*" (search) act as the use of verb and noun in the utterance of suggestive words. The words in RR2 line 1 "*lihat disekeliling anda pemandangan yang indah sekali*" (Look the beautiful scenery around you), in RR2 line 1 to 2 "*nikmati pemandangan itu selama anda ada di kereta ini*" (enjoy the scenery while you are on this train), in RR2 line 4 "*rasakan perasaan panik anda*" (Feel a sense of your panic), in RR2 line 5 "*anda periksa, anda cari tiket anda di saku anda*" (check, you are search your ticket in your pocket) are used as the verb in the utterance. Next the words in RR2 line 3 "*dan tanpa alasan yang jelas*" (and for no apparent reason) are used as the adverb in an utterance of Romy's suggestive words. In line 1 Romy states "*lihat disekeliling anda*" (Look the around you). He uses imperative sentence in performative utterance to get the hearers to represent the utterance into action.

The lexical choice of the performative utterance affects the speech act of ordering to obey the suggestion. The illocutionary point that is used in RR2 line 1 to 2 is in directive form. It is used to give command to the hearers and it can be seen in RR2 line 1 the word "*lihat*" (look) in utterance "*lihat disekeliling anda pemandangan yang indah sekali*" (Look the beautiful scenery around you) and in utterance in RR2 line 2 "*lihat orang-orang yang ada di gerbong di kereta anda*" (Look the people in the carriage of your train). This words mean that Romy asked the hearer to do something and obey all his suggestion to make the hypnosis run well. The utterance that is used in RR2 line 1 and 2 was considered as a

preparatory condition as in Vanderveken (1990:104), that is used to give the presupposition that is shown in the utterance. The illocutionary acts of these utterance has intended meaning to the hearer to obey the suggestion by looking the beautiful scenery around them and enjoy it. To achieve that purpose, the speech act is given to command the hearer to do something. The utterance that is used by Romy in his suggestion is using repetition. The use of repetition as stated by Wong & Hakim (2009:165) is used to make the utterance clearer and understandable to achieve by the hearer. The repetition of the word "*lihat*" (look) in line 1 and 2 illustrates that the speaker gives command to the hearer to obey by looking to something. In line 1 and 2 the utterance "*lihat disekeliling anda*" (Look at around you) and "*lihat orang-orang yang ada di gerbong*" (Look the people in the carriage) was acted as the mode of achievement, as stated by Vanderveken (1990:104), because it is used as the conditions on the way the speech acts are satisfied to achieve the propositional content condition in making the hearers obey his command.

The utterance in RR2 line 3 "*dan tanpa alasan yang jelas, tiket kereta anda hilang dari saku anda*" (and for no apparent reason, your train ticket is lost from your pocket) was in the form of commissive illocutionary acts, as stated by Mey in Cutting (2002:17), because it is used by Romy to commit his utterance into the action that is performed by the hearers in the future and affect the context of situation in the utterance. The illocutionary acts in the utterance "*dan tanpa alasan yang jelas*" (and for no apparent reason) has intended meaning to the hearer that there is no reason to deny his suggestion and they will believe and obey whatever Romy said to them as a real in their condition. In his suggestion it can be

considered as the context of situation, as stated by Yule (2006:114), because in this utterance the hearers got the real meaning from the interpretation of the information. This context makes the hearers believe if they have a train ticket and now their ticket was not in their pocket. The utterance in RR2 line 4 “*rasakan perasaan panik anda karena sesaat lagi kondektur akan memeriksa tiket anda*” (Feel a sense of your panic because shortly conductor will check your ticket) is considered as expressive illocutionary act. It can be seen after Romy made the hearers express the statements that are used to make the hearers believe that their ticket has lost from their pocket and he stated that the conductor will come and check the ticket. The word “*rasakan*” (feel) illustrates that the speaker requests to the hearer to feel and express something. The utterance in line 4 was acted as sincerity condition, as stated by Vanderveken (1990:104), because it shown the mental state of the speaker to utter his utterance to make the hearers presume the utterance was real. It could be seen that later he asked the hearers to express the sense of feeling panic and said the conductor will check it so it changed the feeling of the hearers from normal to panic.

At this point of view, the suggestion that is given by Romy here had a high strength because the sincerity condition of speech acts is used to show degree of strength, as stated by Vanderveken (1990:104), because it has strong desire in requesting the hearers to obey his suggestion. The degree of strength that is used by Romy in his suggestive words was able to be seen when Romy used repetition. The use of repetition as stated by Wong & Hakim (2009:165) is used to make the suggestion can be received by the hearers effectively. It could be seen that the word “*lihat*” (look) gives stress in the utterance and makes sure that the hearers

obey his suggestion. The suggestive words in RR2 line 4 to 5 “*anda periksa, anda cari tiket anda di saku anda, saku celana anda, tiketnya hilang dari situ.*” (check it, you search your ticket in your pocket, your pants pocket, the ticket is lost from there) here was used to strengthen the suggestion that is given previously. The words are used to make the hearers really feel more panic and really feel that the hearers lost their train ticket. The words “*periksa*” (check) and “*cari*” (search) illustrate that the speaker gives a command to the hearers to obey his suggestion. The use of words in in the form of present tense, as stated by Wong & Hakim (2009:165), is used to make the suggestion is received by the hearer effectively at the time the suggestion uttered.

RR3

1 *Dengarkan sugestinya (menunjuk pada penonton).. anda juga*
 2 *dengarkan sugestinya (menunjuk pada kamera). seperti sudah anda*
 3 *lihat, saya berdiri di sebuah pegunungan yang besar (kedua tangannya*
 4 *membentuk gambar segitiga). Dengan alat tulis anda.. saya ingin anda*
 5 *menggambarkan sebuah bentuk geometris sederhana tapi dengarkan*
 6 *saya.. bukan lingkaran.. bukan persegi.. ketika anda mendapatkan objek*
 7 *tersebut.. gambarkan di kertas yang anda punya dan seketika itu juga*
 8 *anda akan menerima sugesti saya..*

(Listen the suggestion.. You listen the suggestion too.. As already you see, I was standing in a big mountain (both hands form a triangle in a short period of time). By using your stationery.. I want you to draw a simple geometric shape but listen to me.. not circle... not square.. when you get the objects described in the paper .. you've got and you'll instantly receive my suggestion ..)

The suggestive words in RR3 above “*dengarkan*” (listen), “*menggambarkan*” (draw), “*tapi*” (but), “*bukan*” (not), and “*mendapatkan*” (get) formed as the use of verb, conjunction and adverb in an utterance of suggestive words. The words in RR3 line 1 “*dengarkan sugestinya*” (Listen the suggestion),

in RR3 line 4 “*saya ingin anda menggambarkan sebuah bentuk geometris sederhana*” (I want you to draw a simple geometric shape) and in RR3 line 6 “*ketika anda mendapatkan objek tersebut*” (when you get the objects) were formed as the use of verb in the utterance of suggestive words. The words in RR3 line 5 “*saya ingin anda menggambarkan sebuah bentuk geometris sederhana tapi dengarkan saya*” (I want you to draw a simple geometric shape but listen to me) acted as a conjunction in utterance of suggestive words. The last, the words in RR3 line 5 to 6 “*bukan lingkaran.. bukan persegi*” (not circle...not square) acted as the use of adverb in an utterance of suggestive words. The illocutionary point is shown in line 1 at which Romy states “*dengarkan sugestinya*” (listen the suggestion). Romy uses imperative sentence in order to get the hearer to do something. The lexical choice of the imperative sentence affects the speech act of ordering to obey and represent the utterance into action. The speech acts are used in RR3 line 4 to 5 to request the hearer to do something. As in the utterance “*saya ingin anda menggambarkan sebuah bentuk geometris sederhana*”(I want you to draw a simple geometric shape), it is used to request the hearer to draw something.

The suggestive words that are used by Romy in RR3 line 1, “*dengarkan sugestinya*” (listen the suggestion) was repeated twice are to show the directive form. It was called directive, as stated by Mey in Cutting (2002:17), because it directly gives command to the hearer to focus and listen his suggestion well so that Romy can send a message to the hearer using his suggestion. The suggestive words in RR3 line 2 “*seperti sudah anda lihat, saya berdiri di sebuah pegunungan yang besar*” (as you see, I have been standing in front of big mountain) was uttered by Romy while he was standing in front of Bromo

following the motion of his hand that formed a geometric shape like a triangle in a second. The utterance in RR3 line 3 “*saya ingin anda menggambar sebuah bentuk geometris sederhana*” (I want you to draw a simple geometric shape) was acted as propositional content condition, as stated by Vanderveken (1990:104), because it shown the content of the utterance. This content of the utterance is affected by the mode of achievement that is used to make the condition which must be achieved by the hearers. The mode of achievement in the line 3 is imperative sentence which is used to show the speakers desire. In line 3 the speaker wants the hearers to draw a simple geometrical shape. In making the hearers achieve the suggestion, Romy used his suggestion in progressive form, as stated by Wong & Hakim (2009:165), that is used to provide clear suggestions in making the hearers understand what he wanted to deliver to the hearer.

The degree of strength is affected by the sincerity condition of speech acts, as stated by Vanderveken (1990:104), because it shown the strong desire in requesting the hearers to obey his suggestion. The sincerity condition is seen in RR3 line 3 “*saya ingin anda menggambar sebuah bentuk geometris sederhana tapi dengarkan saya..bukan lingkaran..bukan persegi*” (I want you to draw a simple geometric shape but listen to me..not circle..not square). It has intended meaning that is used to ask and make sure the hearers to draw a simple geometric shape and to make the hearers do not choose and draw other geometric shape. The degree of strength could be seen from the strong desire of the speaker to make the hearer receive the message from his suggestion. It could be seen from the motion of his hands which was used by Romy to make the hearer unconsciously received the message. In showing his desire, Romy used pacing and leading technique, as

stated by Wong & Hakim (2009:165), because Romy inserted an idea in the form of elimination choice that is used to make the hearers can choose and draw a geometric shape as he wanted. It could be seen in the words “*bukan*” (not) in “*bukan lingkaran..bukan persegi..*” (not circle..not square). The word “*bukan*” illustrates an elimination of choice so that these words were unconsciously eliminated by them. The word “*bukan*” (not) here indirectly has intended meaning that is used to ask the hearer not to think and draw circle and square. The suggestive words in RR3 line 6 “*bukan lingkaran..bukan persegi..*” (not circle..not square) are declarative sentence, as stated by Mey in Cutting (2002:17), because it is used for stating the thing as the words uttered.

Based on suggestive words used by Romy in RR3 line 1 to 5, he asked the hearer to listen his suggestion and draw a simple geometric shape. The word “*sederhana*” (simple) in RR3 line 3 has changed the context of situation, as stated by Yule (2006:114), because the background of information that is occurred in the utterance was uttered by the speaker to give the real meaning to the hearer. The context of the word “*sederhana*” (simple) means not all geometric shape but only a simple geometric shape that should be drawn by them. In this context, when the utterance is uttered by Romy, he make a hand motion and it forms a triangle in a second. In this case, Romy took the advantages of the situation which can symbolize a geometric shape and add clarity by using motion of his hands to make the hearers could receive the message clearly.

DB1

- 1 Derren: Alex, I'm Derren. Look at your hand... let your eyes close
- 2 and,...Good.

3 Let me come around here... Alex, I'm going to take your
4 hand and give you your wine glass... there. And I want you to
5 put your head up so we can see you though you can't see us
6 because your eyes remain closed. Now I can do this with Alex
7 because I can establish rapport with him quickly then I'd like
8 to try it with you. Because I've noticed a rapport between you
9 two as well.

10 Abby : Ok

11 Derren: Ok, Alex with your glass there you'll notice a pressure around
12 here. In a moment, I will take a sip from my glass, when I do
13 you'll feel this pressure release I want you to allow the glass
14 to come up to your mouth and you take a sip too, so just wait,
15 you'll feel when it happens...I'll look the other way so I can't
16 see him (Alex make the glass come up and take a sip in the
17 same time as Derren Brown did it).

The suggestive words in DB1 above, “look”, “let”, “want”, “notice”, “feel” and “wait” acted as the use of verb in the utterance of suggestive words. The words in DB1 line 1 “Look at your hand”, “let your eyes close”, in DB1 line 3 “Let me come around here”, in DB1 line 4 to 5 “I want you to put your head up”, in DB1 line 11 “you'll notice a pressure around here”, in DB1 line 12 to 13 “when I do you'll feel this pressure release”, in DB1 line 14 “I want you to allow the glass to come up to your mouth” and in DB1 line 15 “so just wait” here acted as the use of verb in the utterance of suggestive words used by Derren Brown. The illocutionary point of Derren Brown's suggestive words in DB1 was used to make someone obey to do something as the suggestion given to him. The illocutionary point could be seen in line 1, Romy states “look at your hand” and “let your eyes close”. He uses imperative sentence in performative utterance to drive the hearer to do something. The lexical choice of the imperative sentence affects the speech act of ordering the hearer to obey and do something. The speech acts in the utterance that are used by him to make the hearers obey his suggestion in DB1

line 1 “Look at your hand... let your eyes close”, it was in directive form. It is in directive form because it is giving command to the hearer to do something as he has suggested to look at his hand and let his eyes close.

The illocutionary acts of the utterance in DB1 line 3 “let me come around here” is used to build rapport between him and the hearer. It was made to create and foster familiarity. So suggestions which are submitted during the process of hypnosis can be received well by the hearer. This utterance has intended meaning to ask permission to the hearers if Derren Brown will move closer to him. Derren Brown’s suggestion in DB1 line 4 to 5 “I want you to put your head up” was put as a mode achievement, as stated by Vanderveken (1990:104). It was used to know if the hearer understand the suggestion and really obey his suggestion well by putting his head up. The utterance in DB1 line 11 “Alex with your glass there you’ll notice a pressure around here” was considered as a propositional content condition as stated by Vanderveken (1990:104), because it is used to show the content of the utterance. This utterance has intended meaning that the hearer, “Alex”, was asked by Derren Brown to notice pressure around him that used to manage the hearer’s movement.

The suggestion in line 12 “when I do you’ll feel this pressure release” is in declarative sentence. He uses this suggestion in declarative sentences, as stated by Vanderveken (1990:15), because it is used to say how the things are. The utterances in DB1 line 12 to 14 “I will take a sip from my glass, when I do you’ll feel this pressure release, I want you to allow the glass to come up to your mouth and you take a sip too” was acted as preparatory condition as stated by Vanderveken 1990:104). The preparatory condition is used to show the

presupposition in the utterance. These utterances have intended meaning that Derren Brown told Alex (the hearer) that he would drink from the glass and in a moment Alex (the hearer) notices the pressure around him (hearer) has been released, he should direct his glass to his mouth and take a sip too. This utterance is also considered as sincerity condition as stated by Vanderveken (1990:104). It is used to make sure the hearer. From this point of view, Alex (the hearer) should obey his suggestion when he feels the pressure has been released. He should take a sip from his glass. The degree of strength that is seen in line 12 to 14 shown a desire of the speaker in requesting something to the hearer as stated by Vanderveken (1990:104). This degree of strength could be seen when Derren Brown clarify his suggestion as in DB1 line 14 to 15, “so just wait” here acted as commissive illocutionary acts, as stated by Mey in Cutting (2002:17), because it commits the utterance in future action. The suggestion “so just wait” illustrates the hearer to wait to take a sip until he felt a pressure around him release. To strengthen the suggestive words before, Derren Brown uttered word “you’ll feel when it happens” to explain that if the hearer felt the pressure has been released around him, he could take a sip from his glass.

DB3

- 1 Just put your hand on the desk to there in front
- 2 just press your hand into the table..
- 3 ok...look me right in the eye... I take my hand off of yours you will not
- 4 be able to lift your hand up in the air.. The more you try in vein to un-
- 5 stick it from the table the tighter it sticks... Go on... ..try as hard as you
- 6 can to lift it but you can't the more you try the more it keeps on sticking..
- 7 just go with me... I would touch you on that hand and when I do the
- 8 hand will lift, alright?...and it will be free

The suggestive words in DB3 “put”, “press”, “look”, “able”, “tighter”, “try”, “but” and “keep” acted as the use of verb and adjective in the utterance of suggestive words. The words in DB3 line 1 “Just put your hand on the desk to there in front”, in DB3 line 2 “just press your hand into the table”, in DB3 line 3 “look me right in the eye”, in DB3 line 4 to 5 “The more you try in vein to unstick it from the table the tighter it sticks”, in DB3 line 5 “try as hard as you can to lift it” and in DB3 line 6 “the more you try the more it keeps on sticking” acted as the use of verb in the utterance of suggestive words. The words in DB3 line 4 “you will not be able to lift your hand up in the air” acted as the use of adjective in the utterance of suggestive words. The words in DB3 line 6 “try as hard as you can to lift it but you can't” acted as the conjunction in the utterance of suggestive words. The illocutionary point of this suggestive words is just to give direction to the hearer to do and feel something as the suggestion given by Derren Brown. In line 1 Derren Brown states “just put your hand on the desk to there in front”. He uses imperative sentence in performative utterance to drive the hearer to do something. The lexical choice of the performative utterance affects the speech act of ordering to obey and do something as the suggestion given. The suggestive words that are used by Derren Brown in DB3 are in directive form. It is used to give command to the hearer. It could be seen in DB3 line 1 “Just put your hand on the desk to there in front” that directly asked the hearer to put his hand on the desk. In DB3 line 2, the utterance “I take my hand off of yours you will not be able to lift your hand up in the air” is used as preparatory condition that is used to deliver the message to achieve the objective in communication as stated by Vanderveken (1990:104). This utterance has intended meaning to hearer to obey

the suggestion that is used to make the hearer unable to lift the hand up when the speaker take his hand off from the hearers hand.

The suggestive words in DB3 line 3 was acted as mode of achievement, as stated by Vanderveken (1990:104), because of this utterance is used to force the hearer to obey the suggestion. This affects the speech act of illocutionary point that is used to make the hearers achieve the point and do something. It could be seen in the utterance “I take my hand off of yours you will not be able to lift your hand up in the air”. It has intended meaning that Derren Brown suggested and told the hearer when he took off his hand from the hearer’s hand that command and made the hearer’s hand was unable to lift up from the table. In DB3 line 4 the utterance “The more you try in vein to un-stick it from the table the tighter it sticks” is in the form of performative utterance as in Austin (1967:132). He uses performative utterance to lead the hearer to do something. The lexical choice of the performative utterance affects the speech act to give command to the hearer to obey his suggestion and do something. The illocutionary acts of the utterance in line 4 has intended meaning that the more the hearer tried to lift his hand then it will be stuck and difficult to lift up from the table. It was acted as propositional content condition, as stated by Vanderveken (1990:104). It was used to represent the thing as it is for making clarify to the hearer if he (the hearer) could not lift his hand up.

In his utterance, Derren Brown asked the the hearer to lift his hands up but unconsciously the hearer were also given word suggestion “tighter” that indicates his hands will be more difficult to unstick and lift up when the hearer tried to lift his hand. This was considered as the sincerity condition, as stated by

Vanderveken (1990:104), that is used to make sure the hearer about the suggestion. Derren Brown gave strong suggestion as it was made to change the context of situation as stated by Yule (2006:114) because of the influence in the interpretation of the expressions about condition and situation around the hearer. It could be seen as in DB3 line 5 to 6 “try as hard as you can to lift it but you can not” here means the more the hearer tried to lift his hand so he (the hearer) would not be able to lift it. The word “try” in DB3 line 4 and 5 here was in performative utterance that is used to give direction to the hearer to do something. This word illustrates the hearer to try to lift the hand but this word was eliminated by the conjunction “but” that should be made into the opposite as it was made the hand could not to lift up. The degree of strength, as stated by Vanderveken (1990:104), could be seen in the sincerity condition that is expressed the strong desire of the speaker to make the hearer obey his command. It could be seen in the utterance “The more you try the more it keeps on sticking” It strengthened the suggestion before that was used to make him really stick on it and difficult to lift.

4.3 The Reason of Applying the Suggestive Words

Derren Brown and Romy Rafael have many ways to apply their suggestive words in hypnosis. In applying suggestive words in hypnosis, there should be reason of using it in hypnosis. From all type of suggestive words used by them, the hypnosis of Derren Brown and Romy Rafael was used for stage hypnosis which is used to entertain the hearers. It was stated as that because their hypnosis mostly used suggestive words in giving suggestions for sending message and make the hearers obey all their suggestion in a stage hypnosis.

4.3.1 Having the Object Obey the Suggestion

In delivering suggestive words in their hypnosis, Derren Brown and Romy Rafael used suggestive words to make the hearers obey and do something as they delivers and convey in their suggestions. In their hypnosis, Derren Brown and Romy Rafael make the hearers obey all his suggestion is only to make the hearers can enter hypnotic state and follow all his suggestion easily. It can be seen in DB1 for the example below.

DB1

1 Alex, I'm Derren. Look at your hand... let your eyes close and,...Good.
 2 Let me come around here... Alex, I'm going to take your hand and give you
 3 your wine glass... there. And I want you to put your head up so we can see
 4 you though you can't see us because your eyes remain closed.

The words in DB1 shown that Derren Brown used suggestive words “Look”, “let” and “want” to make the hearers obey his suggestion. The utterance in DB1 line 1 “Look at your hand” and “let your eyes closed” are performative utterance. It was made as that to form an action to the hearers that asked the hearers to look at their hand and let their eyes closed following to suggestion given while Derren Brown uttered and provide a direction to the hearers. The utterance in DB1 line 2 “Let me come around here... Alex, I'm going to take your hand and give you your wine glass” in commissive form. It was classified as commissive because Derren Brown said that he will take the hearer's hand at the time the hearer came closer to him. It means that Brown committed the action that he is going to do in the future as the result of the action done by the hearer. The

words “let” here means asked permission to the hearer to move closer. Then, Derren Brown give clarity to the hearer what does he wants to do next by taking the hearer hand and give the hearer his wine glass. After knowing the hearer follow and obey his suggestion, Derren Brown asked the hearer to put his head up to know the hearer’s reaction to his suggestion. It could be seen in DB1 line 3, the utterance “I want you to put your head up” is used in directive form. It was considered as directive because this utterance asked the hearer to put his head up. He utters this suggestive words is used to check the obedient and ask the hearer directly obey to his suggestion.

4.3.2 Sending an Indirect Message

In addition using hypnosis for entertainment, Romy Rafael and Derren Brown also uses hypnosis to send messages indirectly to the the hearer which will receive and respond to information and instructions without knowing it. In using suggestive words to convey a hidden message in a hypnosis. The message from Derren Brown and Romy Rafael’s suggestive words are used to influence the hearer’s subconscious to create an action or attitude of a person, the messages are made available not too obvious or not we realize it the first time you saw it. By delivering a message using hypnosis, Romy Rafael and Derren Brown is able to send and giving instructions someone to do something unconsciously without being concerned. Hypnosis as a sending message here can be found in DB2.

DB2

1 I want to transmit you the identity of this card.. don't try to guess what
2 it is.. just wait and you'll get it.. make the color bright and vivid screen

3 in your mind. and in the screen there is a little number.. low down on
 4 the corner, at the bottom and up at the top like that and the things down
 5 the middle the bum bum bum down the centre, picture it.. and you got
 it.

In this case, the suggestive words in DB2 conveyed that DB could make the hearers get the message that contains in suggestive words. Here, Derren Brown made an interactive program with audience from home. Later, Derren Brown put a card in his pocket and asked the audience to get the identity of the card. The utterance in DB2 line 1 “I want to transmit you the identity of this card” was considered as commissive illocutionary act. It was made as that because he commits his utterance to the future actions if he wants to send a message about the identity of the card. The utterance in DB2 line 2 “make the color bright and vivid screen in your mind” was in directive form. It was used to make the hearer directly imagine the card which has a bright color. The utterance in DB2 line 5 “picture it.. and you got it” was in directive form. It directly asked the hearer to form the identity of the card in their mind to get the identity of the card that were send by Derren Brown. Derren Brown’s suggestive words in DB2 influenced people by sending a hidden message in his suggestion to make the hearer choose a card without directly saying it. He used some suggestive words that contain a message so that Derren Brown did not need to say it directly. It was formed to make the hearer obeys his suggestion and chooses a card as he wants.

4.4 Discussion

The analysis of suggestive words that is used by Derren Brown dan Romy Rafael through hypnosis, suggestive words have many benefits which is related to

communication. Suggestive words can be used to give direction and even hope to the listeners so that the listeners are willing to follow and obey what the speaker wants with pleasure. The use of suggestive words has usage in the daily life and can be applied in various fields of job. By using suggestive words, it is able to make the listeners feel not being ordered to do what the suggestion says. Indirectly, it also gives direction to the hearers to follow what is being suggested. As the result of those factors, it can be stated that suggestive words should exist and able to be applied in communication so that the speaker's wish in delivering what is needed is understandable easily.